

Massachusetts Guaranteed Issue Nongroup Membership ¹
as of December 31, 2001

| Nongroup Subscribers by Age | Individual Subs | Percent of Total Buyers | All Other (Family) Subs | Percent of Total Buyers | Total Market Buyers | Percent of Total Buyers |
|-----------------------------------|--------------------|-------------------------------|-------------------------------|-------------------------------|---------------------------|-------------------------------|
| zero - 19 | 241 | 1.0% | 2 | 0.0% | 243 | 1.0% |
| 20 - 29 | 3,783 | 16.3% | 224 | 1.0% | 4,007 | 17.3% |
| 30 - 39 | 3,075 | 13.3% | 1,484 | 6.4% | 4,559 | 19.7% |
| 40 - 49 | 2,969 | 12.8% | 1,373 | 5.9% | 4,342 | 18.7% |
| 50 - 59 | 4,072 | 17.6% | 1,223 | 5.3% | 5,295 | 22.8% |
| 60 - 64 | 3,912 | 16.9% | 579 | 2.5% | 4,491 | 19.4% |
| 65 - over* | 223 | 1.0% | 41 | 0.2% | 264 | 1.1% |
| Total | 18,275 | 78.8% | 4,926 | 21.2% | 23,201 | 100% |

| | |
|--------------------------|--------|
| Total Single Subscribers | 18,275 |
| Total Family Subscribers | 4,926 |
| Average Family Size | 3.1 |

| Nongroup Members by County and Age | Barnstable | Berkshire | Bristol | Dukes | Essex | Franklin | Hampden | Hampshire | Middlesex | Nantucket | Norfolk | Plymouth | Suffolk | Worcester | Massachusetts |
|--|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|
| | Members as of 12/31/01 | Members as of 12/31/01 | Members as of 12/31/01 | Members as of 12/31/01 | Members as of 12/31/01 | Members as of 12/31/01 | Members as of 12/31/01 | Members as of 12/31/01 | Members as of 12/31/01 | Members as of 12/31/01 | Members as of 12/31/01 | Members as of 12/31/01 | Members as of 12/31/01 | Members as of 12/31/01 | Members as of 12/31/01 |
| zero - 19 | 243 | 89 | 338 | 34 | 799 | 56 | 139 | 82 | 1,825 | 36 | 998 | 566 | 248 | 351 | 5,804 |
| 20 - 29 | 147 | 87 | 222 | 33 | 479 | 43 | 141 | 102 | 1,489 | 20 | 610 | 308 | 522 | 355 | 4,558 |
| 30 - 39 | 242 | 80 | 302 | 33 | 697 | 42 | 159 | 105 | 1,791 | 29 | 752 | 444 | 670 | 395 | 5,741 |
| 40 - 49 | 264 | 102 | 245 | 23 | 659 | 61 | 148 | 109 | 1,729 | 35 | 816 | 413 | 486 | 412 | 5,502 |
| 50 - 59 | 419 | 127 | 354 | 29 | 764 | 64 | 225 | 132 | 1,966 | 26 | 854 | 483 | 495 | 445 | 6,383 |
| 60 - 64 | 460 | 110 | 353 | 19 | 562 | 59 | 262 | 100 | 1,334 | 11 | 619 | 422 | 285 | 440 | 5,036 |
| 65 - over | 11 | 3 | 14 | 1 | 35 | 2 | 8 | 4 | 99 | 1 | 51 | 19 | 37 | 21 | 306 |
| Total | 1,786 | 598 | 1,828 | 172 | 3,995 | 327 | 1,082 | 634 | 10,233 | 158 | 4,700 | 2,655 | 2,743 | 2,419 | 33,330 |

¹ Represents membership in guaranteed issue nongroup health plans subject to M.G.L. c. 176M excluding membership in guaranteed issue health plans available only on a group conversion basis (please see separate report for this information).

* Subscribers 65 and over are those not eligible for Medicare.